

GENEDGE ALLIANCE



\$268 million in new and retained sales
\$73 million in new investments
1,431 jobs created or retained

GENEDGE ALLIANCE is a network affiliate of NIST-MEP, a national network of 60 affiliate centers. The NIST affiliation brings a state-of-the-art knowledge base and access to a national network of expertise, assuring clients that the latest technical knowledge will be brought to bear on their problems.

Mission: GENEDGE ALLIANCE creates and maintains industrial and manufacturing jobs by helping Virginia industries compete. GENEDGE ALLIANCE, as a part of the Commonwealth's economic development team, is committed to the long-term success of your company and the Virginia economy. GENEDGE ALLIANCE provides affordable, high quality assistance that can help your company increase productivity, lower costs, identify growth opportunities, improve technology application, and strengthen your production team.

Experience: With more than 20 years average management and engineering experience, GENEDGE ALLIANCE'S project managers can quickly assess, consult, and assist with your transformation into a 21st century enterprise. They provide hands-on, high quality assistance to help your company lower costs, increase productivity, and strengthen your competitive position.

Bottom Line Results: GENEDGE ALLIANCE is committed to the long-term success of Virginia enterprises. Our assessment process is results oriented. The effectiveness of our affordable, professional consulting services is measured by the cost savings and bottom line profitability we help you achieve. Our results are independently surveyed to insure your satisfaction.

For more information, contact:

GENEDGE
alliance
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* Impacts are based on clients receiving service in FY2009



CLIENT SUCCESS: WINCHESTER TOOL LLC

“We enjoy working with the MEP Utah because they have a ‘get involved, do what it takes’ mentality to help their customers succeed. In working with consulting firms in the past and working with MEP Utah there is no comparison. The MEP actually gets in their work clothes and works side by side with our employees, which allows us to build a stronger, more trusting relationship throughout our company.”

Brad D. Olsen, Human Resources Manager
Mountain States Steel

Winchester Tool LLC Achieves ISO 9001:2008 Certification

Winchester Tool LLC is a family-owned operation located in Winchester, Virginia. The company was founded in 1988 as Winchester Tool & Machine, and in 2005 renamed Winchester Tool LLC when acquired by parent company Fabritek, Inc. Winchester Tool is a manufacturer of precision machine parts, fabrications and repairs to customer specifications. The company employs 18 people.

Despite Winchester Tool's reputation for high quality, customers were advising them registration to the ISO 9001 standard would be necessary for future business as well as for maintaining continuing business. Based on a long-term client/supplier relationship with GENEDGE ALLIANCE, formerly Virginia's Philpott Manufacturing Extension Partnership (VPMEP), a NIST MEP network affiliate, Winchester Tool management requested a proposal from GENEDGE ALLIANCE for a project to implement ISO 9001.

GENEDGE ALLIANCE's Project Manager, Bob Schwabik, began working with the company on their ISO needs. The project's focus had initially been on the ISO 9001:2000 standard but switched to the latest edition, ISO 9001:2008, upon release of the new Standard. GENEDGE ALLIANCE's structured approach worked to develop and implement a system achieving the objectives of increasing customer satisfaction, business profitability and competitiveness, and in turn prepare for an audit by an independent third party. Schwabik said, “Working together we were able to develop the necessary ISO documentation required quickly, while allowing this small company the flexibility to continue to operate efficiently in this stagnant economy.” As part of the implementation project, actions included a gap study, ISO familiarization session, policy manual development, internal auditor training, procedures and records development, coaching on auditing, GENEDGE ALLIANCE auditing, and 3rd party pre-assessment. With GENEDGE ALLIANCE's assistance, significant improvements in product identification and traceability through ISO processes developed as part of the implementation resulted in identifying sellable inventory worth \$7,000.

Results:

- * Achieved ISO 9001:2008 certification.
- * Retained \$100,000 in sales.
- * Invested \$20,000 in process improvement.
- * Retained 6 jobs.

Retained 6 jobs